

PROGRAM FOR MONDAY, AUGUST 28TH, 2017

8:00AM-8:50AM

HOLLYWOOD BALLROOM

KEYNOTE: DISRUPTIONS, AGAIN! WHERE DO THEY COME FROM AND HOW TO RIDE THEM TO WIN

As many other industries, logistics is being disrupted – operationally and strategically - by an exceptional wave of innovations. In this presentation, some of them are singled out – the shaping of a new economic order, the digitization of procurement, the digitalization of the economy and the changing patterns of democracy and politics. Examples are presented and discussed and tentative conclusions are spelled out, sketching how the supply chain industry must evolve and through what development models.

KEY TAKEAWAYS

- The growing pervasiveness of digital solutions – for businesses and individuals - is changing the world economy, forcing a secular mutation in capitalism and an adjustment in governments, households and industries.
- For the Supply Chain, change comes in the form of demand and supply alterations.
- From the supply side, digitalization of logistics services procurement brings advantages of optimization and the unknowns of competition and price transparency.
- On the demand side, an increasingly non-linear articulation between consumers and producers is changing global supply chains, making them generally shorter and incredibly more complex.



Luca Silipo, Vice-President, Chief Research Officer, GEODIS

9AM-10AM

SILVER LAKE

TRANSFORMATION SUPPLY CHAIN AT MATTEL

Toy industry is a complex mix of outsourced and in-house manufacturing located in low labor markets with increasing technological components. The long resulting lead time combined with high demand volatility and uncertainty in a fashion-like/impulse buy and increasingly online driven industry creates a challenging equation to drive service up and inventory and cost down.

To address those challenges, Mattel has started a supply chain transformation underpinned by product design based on platforms, manufacturing automation and planning processes re-engineering underpinned by new technologies. This presentation will highlight some of Mattel's lesson learned and success in supply chain transformation.



Philippe Lambotte, Senior Vice President Global Supply Chain, MATTEL INC.

HANCOCK PARK

A WINNING FORMULA FOR STRATEGIC GLOBAL SOURCING

The main objective of the presentation is to convey the elements of a strategy to establish a global strategic sourcing initiative in your organization. You will also learn how to sell this strategy to internal stakeholders, and how to execute the strategy once undertaken. A number of points will be presented regarding the benefits of such a strategy. We will also explore the various manufacturing capabilities and cultures from around the world.

KEY TAKEAWAYS

- Recognizing the need for a strategic sourcing strategy
- Determining the key requirements of a strategic sourcing strategy
- Articulating the strategy to senior management and the Board
- Understanding the opportunities that exist in global sourcing
- Detailing the execution steps of a strategic sourcing strategy



Lanny Million, Chief Supply Chain Officer, INDUSTRIAL ELECTRIC WIRE AND CABLE INC.

CREATING AN “AGILE” SOURCING/PROCUREMENT ORGANIZATION UNDER A SUPPLIER RISK MANAGEMENT FRAMEWORK**SILVER LAKE**

We all have lines of businesses that we support that need a new product or service immediately, and expect our teams to execute the contract within a couple of days. How do you achieve executional excellence with the pressure of meeting all third party risk management mandates and business needs?

KEY TAKEAWAYS

- Dispel the notion that everything takes too long
- Make the business aware that you offer more than a “one size fits all model”
- Early engagement is key
- Identify best practices to speed completion without sacrificing value and risk
- Create a culture of innovation and continuous improvement
- Earn the right to be a strategic partner



Michal Sroka, Senior Vice President, SUNTRUST BANKS INC.

LEADERSHIP IN THE SUPPLY CHAIN**HANCOCK PARK**

We all have access to the same software, planning tools and experts but are our companies best in class? History has proven that the most expensive run organizations are not always the best. Is your company doing what is necessary to improve? Are you doing what is necessary to improve? What separates the truly long term successful company from those that are not? In a word, Leadership.

KEY TAKEAWAYS

- Strong leadership creates engaged employees which leads to better performance. Does your organization have all 3?
- The leader is not necessarily the one leading the meeting or the organization. Recognize the leadership in your organization. Is it what it should be?
- No system, process or software can be more effective than leadership, but they can all be less without it.



Steven DiBlasi, Vice President of Global Sourcing, LANIER CLOTHES

IMPROVING SUPPLY CHAIN EFFICIENCY WITH LOGISTIC PERFORMANCE MANAGEMENT**ECHO PARK**

Learn how low-cost tracking devices provide logistics insight, visibility, and improved supply chain performance and efficiency. Implementing a proactive solution to track, manage, and induce action – in real-time – can mitigate the risks caused by unexpected disruptions during the transportation leg of your supply chain.

KEY TAKEAWAYS

- Recognize the value electronic tracking technology can provide without significant investments in hardware or IT integration.
- Understand how real-time alerts can proactively prompt action to address supply chain disruptions before they negatively impact customer service.
- Discover post-shipment compliance reporting and how to use data to improve supply chain operations and carrier performance.



Grant Wolf, Vice President, Strategy and Business Development, SENSITECH

WORK FORCE AND TALENT MANAGEMENT: RETENTION AND ENGAGEMENT

What is your ROI on employee retention? Better question. What is your ROI on employee engagement? Why do people leave? Why do people stay? What can you control? What is out of your control?

I don't have all of the answers, but I have a few, and I am interested hearing your thoughts on the topic.

KEY TAKEAWAYS

- Understanding your ROI on Retention
- Understanding why people leave
- Understanding why people stay
- Understanding your ROI on engagement
- Controlling what you can control by focusing on what does not change



Kerry Pete Pietras, Senior Director of Human Resources, ULTA
Mike Bogovich Vice President of Distribution, ULTA

THE DIGITAL FREIGHT MARKETPLACE - TRANSFORMING THE BACKBONE OF COMMERCE

In this session, we will highlight the disruptive movement towards greater efficiencies and cost savings through the digitization of booking and shipping truckloads. What are the existing pain points and challenges across the supply chain and how can a single platform to source, book, and track shipments provide a better experience for shippers and carriers alike?

KEY TAKEAWAYS

- Understanding the power of data.
- How to optimize procurement via digital freight matching.
- How to reduce the time to process shipments.
- How to gain insight into your supply chain.



Drew McElroy, Co-Founder, CEO, TRANSFIX

TRANSFIX

STRATEGIC SOURCING: REALIZING THE BENEFITS WITHOUT AN “ALL OR NOTHING” TRANSFORMATION

Strategic Sourcing has the proven ability to leverage spend across the enterprise and improve service delivery from suppliers. Implementing this model, however, has traditionally involved an “all or nothing” transformation of a firm’s supply chain operating model with significant people, process, and technology impacts that are not always feasible from a budgetary, disruption to business, or political perspective. This presentation explores how you can reap the benefits of these powerful concepts with minimal investment or business disruption through the utilization of Cross Functional Teams.

KEY TAKEAWAYS

- An end-to-end understanding of the Opportunity Identification, Category Planning, and Strategic Sourcing processes
- How a holistic view can be used to identify & prioritize opportunities where Strategic Sourcing could generate a meaningful impact along with developing the business case and deciding on an implementation approach
- How your organization can get started on achieving the benefits of Strategic Sourcing without an “all or nothing” transformation, significant cost, or a major disruption to the business



Troy Heibin, Vice President of Strategy, RAVEN BAY

THE DIGITAL WAREHOUSE – FROM REAL TIME TO TRENDS, VISUAL ANALYTICS TO MASTER YOUR SUPPLY CHAIN

This presentation will be focusing on different tools and technologies to deliver rich content at the right time to the right people who will help drive decisions in your Supply Chain. With the ever-increasing data collection technologies, there is a critical need to create easy to use visualizations to pinpoint inefficiencies. This presentation will also cover the different platforms to deliver content to users.

KEY TAKEAWAYS

- Dashboards delivered to the right audience
- Can Big Data exist in your Supply Chain?
- No Guts! We need real data to make decisions
- TVs, iPads, Smartphones and wearables, oh, and laptops/desktops too. Visualizations can go anywhere anytime



Joe Beydoun, Director Supply Chain and Business Intelligence, LIPARI FOODS, INC.
Michael C. Hegarty, Director ERP & CRM Corporate Strategy, LIPARI FOODS, INC.

3 CRITICAL REASONS TO GET SOFTWARE SELECTION ADVICE

Significant Risk, Time and Money are at stake especially with your mission critical systems. TEC is a trusted advisor and advocate with your best interests as the top priority. We’ll share our insight and resources to show you an easy to follow structured roadmap to successful best fit selection. Guided Self Service (DIY) or Full-Service Approach.

KEY TAKEAWAYS

- Use TEC’s structured easy to follow proven approach to Software Selection
- Get hands on expert advice to lead, coach and support your evaluation
- Use TEC databases of product and vendor capabilities to compare vendors
- Find out how to score everything (all decision factors) in your evaluation
- Build consensus and an audit trail, leveraging the information for your selection and negotiation



Michael Thaw, Senior Director, Selection Services, TECHNOLOGY EVALUATION CENTERS

DIGITALIZATION IN PROCUREMENT

The market is evolving in terms of business opportunities as well as sourcing and delivery. What are we doing to ensure we stay abreast with this fast changing environment? The traditional methods and processes are not sufficient for the success we are targeting. Hence, we are embracing the change by implementing analytics and real time data in our sourcing models to help us grow the business and be a real valued contributor.

KEY TAKEAWAYS

- Evolution in sourcing towards a more demand driven journey
- The two-pronged procurement vision
- Implementation of Analytics to achieve next generation Benchmarking, Spend, Supplier and Category real time, big data driven KPIs
- Digital and Supplier Innovation Opportunity in Procurement to benefit from an Open Ecosystem Network of suppliers and partners
- A glimpse of virtual procurement room to enable external Suppliers, Business Stakeholders and Customer Operations to utilize real time Digital Data



Jeni Rajbhandari, Head of Services Procurement, NAM Global Operations, NOKIA

DIRECTLY LINKING AND LEVERAGING SUPPLY CHAIN AGILITY TO ADVANCE YOUR COMPANY'S MISSION AND STRATEGIES

Elevating the focus of supply chain agility, to having a clear connection with mission and strategies, will deliver profound and lasting benefits to your business. There are practical steps for engaging your teams and elevating the success of your supply chain. In this presentation, the steps to establishing clear links from strategic planning to supply chain operations, and then further the keys to promoting agility for strategic benefits will be reviewed.

KEY TAKEAWAYS

- Aligning the supply chain with your company's mission and strategies
- Principles for establishing a high degree of supply chain agility
- Linking the power of agility back to your mission and strategies
- Promoting alignment and innovation from within your company and from key stakeholders (customers, suppliers, partners)



Scott Komar, Group Vice President Supply Chain, DRISCOLL'S

DEMYSTIFYING THE TRANSPORTATION SERVICES INDUSTRY PUZZLE TO MAXIMIZE SPEND EFFICIENCY AND SERVICE DELIVERY

In this session, the discussion will center around the evolution of the transportation industry, from the days of the Pony Express to Amazon Prime Air. The focus will be on how best to utilize the companies, services offerings, and technologies that have evolved to insure a cost-effective and service oriented, distribution operation. Interact with other session members to brainstorm what the next 5 - 10 years of the industry will look like - what's next?

KEY TAKEAWAYS

- Understanding the transportation services available today to support cost-effective customer delivery
- How to connect different modes to deliver desired cost and customer experience results
- Defining, managing, and influencing the expectations of internal and external customers
- Looking into the future to see "what's next!"



Joseph Bobko, Vice President of Transportation, BOXED

SOFT COSTS AND STRATEGIC PURCHASING

The key objective of the discussion is to create a better understanding of the “soft costs” associated with Purchasing and its impact on the Strategic Purchasing decisions. There are practical steps that can be taken by the company to reduce “soft costs” which link the Corporate Strategy directly to the supply chain management. We will examine the actual costs associated with “soft costs” and examine how clear strategy for growing and developing the supply chain strategy can reduce these costs and can benefit both the Company and the Supplier.

With ever increasing technology available and ever-increasing demands on Corporations to deliver high quality and high-performance products into the market place, Purchasing Departments are under greater pressure to ensure cost deliverables are controlled and profitability is maintained and increased. Soft cost control is one area often pushed aside as the pressure to deliver takes priority.

KEY TAKEAWAYS

- Understanding of “soft costs”.
- Understanding of how to cost “soft costs”.
- How understanding of Soft Costs can improve and develop the Corporate Purchasing Strategy



Nick Price, Head of Purchasing, DEUTZ AG

SUPPLY CHAIN TRANSFORMATION

Connecting supply chain with corporate mission & values and using supply chain to gain differentiation will achieve a competitive advantage. Prioritizing and resourcing the best initiatives to drive results and transform the operating environment . Conducting gap analysis and creating a development & training program to drive change and build a long lasting sustaining organization. In this presentation, the transformation of a functional organization into a value chain operating system by leveraging technology, process, and people.

KEY TAKEAWAYS

- Aligning the supply chain with your company’s mission and strategies
- Prioritizing productivity initiatives for the best results
- Measuring progress and change management



Bruce Elliot, Vice President Supply Chain, NISSIN FOODS CO.

OPTIMIZING LOGISTICS OPERATIONS: A NEW PARADIGM IN DC PERFORMANCE AND PRODUCTIVITY

What do you do when you have manual warehouses and automated warehouses from multiple vendors and you need pull these together and manage your warehouse and DC assets and resources efficiently and effectively? Learn how one company achieved this result in 6 months, with an exceptional ROI!

KEY TAKEAWAYS

- Discussion of actual business case and results
- Manage multiple WMS, automation platforms and resources with one application
- Learn how to leverage the latest technology in software, technology & IoT
- Perform under continuously changing operating conditions, reacting and optimizing logistics resources quickly - as you go – and in real time
- Achieve flexible and responsive performance



Kevin Reader, Director Business Development & Marketing, KNAPP

SILVER LAKE

INCREASING YOUR COMPANY'S BOTTOM LINE THROUGH SUCCESSFUL SUPPLIER PARTNERSHIPS

All too often companies implement supplier partnerships with no long-term perspective to how the partnerships affect the bottom line. Are we unleashing the full potential of our strategic vendors? How do we measure success? Do we know how to engage partners above and beyond a contract or purchase order? And most importantly, how do we know if the resources we invest in our partnerships really have a payout.

It's crucial to understand common flaws and omissions in supplier partnership programs as you plan and execute your own. A good supplier partnership program should give you access to technology, tools, information, ideas and hard savings faster and in a systematic way. More importantly, you and your operations will get access to expertise, industry knowledge and valuable R&D developments.

KEY TAKEAWAYS

- Understanding value of supplier partnership from a buyer and vendor perspective
- Awareness of the need of a strategic partnership with key vendors
- Understanding how to choose a partner
- Awareness of aligning expectations from internal stakeholders during the supplier partnership program preparation and execution
- Ability to impact the company's bottom line by establishing the right KPIs



David Zamudio, Sourcing Director Americas, ESSITY

HANCOCK PARK

SUPPLY CHAIN TECHNOLOGY - HOW TO TURN HYPE INTO REALITY

This presentation will be focusing on different tools and technologies to deliver rich content at the right time to the right people who will help drive decisions in your Supply Chain. With the ever-increasing data collection technologies, there is a critical need to create easy to use visualizations to pinpoint inefficiencies. This presentation will also cover the different platforms to deliver content to users.

KEY TAKEAWAYS

- Challenges of visibility across end-to-end supply chain when you are not the King along the chain
- Techniques that can be used to solve the fundamental problems of poor visibility
- A long-term technology roadmap of step improvements.



Louis Cheung, Head of Quality and Supply Chain Management, BOSTIK

SPIN OFF...HOW TO SEPARATE FROM A GLOBAL CORPORATION

When Hertz Global Holdings decided to spin off its equipment rental business, at that time known as Hertz Equipment Rental, the only organizational group that the Equipment side had was the operations team. Hertz Equipment Rental, now known as Herc Rentals Inc, did not have any real back office teams, but turn the clock forward a year and Herc now has a complete and functional purchase to pay organization. This was not easy and we learned a lot during that year including many things, that if we had to do it again, we would handle differently. Now that we have celebrated our first year as an independent publicly traded company I would like to share some of our successes and failures. I would also like to talk about the opportunities we had while building up a purchase to pay organization from scratch and within a year for a \$4 Billion company.

KEY TAKEAWAYS

- How to recruit and hire the right people for the job!
- Divestitures...what it means to be 'Remain-Co'
- Building a functioning Procure to Pay organization for a \$4 Billion startup
- How to separate contracts, vendor master files, ERP systems and who owns documents

 Swen Voss, Director of Procurement, HERC RENTALS

SEARS HOLDING'S REVERSE SUPPLY CHAIN REDESIGN

This presentation will take a look at Sears Holdings Corporation's redesign of its supply chain Return Center flow and how implementing an ongoing, technology-based liquidation program - with B-Stock Solutions - allowed Sears to support cost-reduction and efficiency goals, including the consolidation of three warehouses into one.

KEY TAKEAWAYS

- Why investing in strategic, ongoing liquidation is crucial to remain competitive (or survive) in today's fickle retail environment
- How Sears' implemented an automated, technology-driven liquidation process to deliver a fast sales cycle and higher recovery for liquidation inventory
- How online marketplaces are changing the way retailers approach liquidation

 John Komarony, Director of Reverse Logistics, SEARS HOLDINGS CORPORATIONS
Eric Moriarty, Vice President of Sales, B-STOCK SOLUTIONS

PROGRAM FOR TUESDAY, AUGUST 29TH, 2017

8:00AM-8:50AM

HOLLYWOOD BALLROOM

KEYNOTE: THE COGNITIVE ERA FOR SUPPLY CHAINS

Today's supply chains have tremendous challenges to handle all the data, disruptions and information to generate useful insights. IBM is seeing the value of developing correlations and predictive factors across structured and unstructured data sets to reveal valuable predictive and responsive insights. We will share how this progression looks in several use cases and explore how this could be applied to today's supply chains as well as a vision for the future for supply chains.

KEY TAKEAWAYS

- How machine learning works in supply chain
- The potential benefits when applying cognitive applications in supply chain
- See several use cases where cognitive is making a difference



Rob Allan, Program Director, IBM

9AM-10AM

SILVER LAKE

ELEVATING PURCHASING FUNCTION'S CAPABILITY THROUGH ORGANIZATIONAL STRUCTURE AND DESIGN

When designed and executed right, organizational structure can transform the purchasing function from clerical and tactical to a world-class and strategic organization. In this presentation, we will analyze several best-in-class purchasing organizational structures. We will explore how to design and implement the most effective structure, create and upgrade processes that complement and enhance the structure and ultimately build a capable and world class purchasing organization.

KEY TAKEAWAYS

- Gap Analysis and Choosing the Right Organizational Design for Success.
- Aligning Structure with Three Key Deliverables: People, Process and Results.
- Creating Commodity and Project Purchasing Structure to Increase Capability.
- Right People/Right Place and Supplier Development Recipe for Sustainable Success



Tolga Tuksal, Director of Corporate Purchasing, Supply Chain, Materials and Planning,
MINIATURE PRECISION COMPONENTS

HANCOCK PARK

BUILDING THE OMNI CHANNEL FACILITY OF THE FUTURE

When REI made the choice to build the most sustainable distribution center in the world, they also committed to sharing how it was done. The integrated design approach reflected how business is done differently at REI and stretched the imagination of what was possible. Whether challenging the energy modeling of MHE to scale the solar system to deliver Net 0 energy or challenging what employee comfort means in a desert environment REI conserving millions of gallons of water, REI and their partners overcame these obstacles and achieved the design goals. REI's vision for their new facility in Arizona extended beyond sustainability and asked "What if technology could enable picking and order assembly in one-touch?" REI's partners were energized by the challenge and pursued the solution. This presentation assembles REI and their partners to discuss how this vision became real. REI is committed to open sourcing of the facility design and will share how a vision became reality.

KEY TAKEAWAYS

- Learn about the first LEED Platinum, energy net neutral facility in the world
- Understand how creating a sustainable DC requires a new approach to design and build
- Experience examples that prove it is a myth that sustainable design must sacrifice leading ROIs
- Watch how the first Omni Channel, one-touch production station operates



Rick Bingle, Vice President Supply Chain, REI

SUPPLIER FOCUSED INNOVATION

Innovation is important to survive in this competitive global environment. However, as technology continues to rapidly evolve and pressure to reduce R&D costs increase, tapping into supply base's innovation capability through a systematic Supplier Focused Innovation process can help launch innovative new products that meets customer needs faster at lower total cost.

KEY TAKEAWAYS

- Sources of Innovation
- What is Supplier Focused Innovation
- How to implement Supplier Focused Innovation in your company through systematic process
- IP considerations
- Innovation workshop & Technoshare with Suppliers for Brainstorming

 **VIDEOJET** Dhinakar Baskaran, Director – Global Procurement, VIDEOJET TECHNOLOGIES INC., (A Danaher Company)

HANCOCK PARK

TRANSFORMING YOUR CUSTOMER RELATIONSHIP THROUGH TRANSPORTATION SOLUTIONS

Hear a story of how Ardent Mills, largest gain-based company, drove customer solutions by taking cost out of the supply chain, improving service, and driving new solutions. It started with developing a transportation strategy, designing key processes and metrics, aligning talent, enabling technology, collaborating with sales and carrier partners to differentiate Ardent Mills from the competition.

KEY TAKEAWAYS

- Aligning your transportation strategy to the business strategy
- Ensuring your processes are effective and efficient
- Attracting the right Talent to deliver your strategy
- Enabling process with Technology
- Full visibility
- Metrics and Continuous Improvement



Dave Venberg, Sr. Director Transportation and Logistics, ARDENT MILLS

OBSOLESCENCE, PARTS QUALITY & MITIGATING COUNTERFEIT PARTS IMPACTS IN OUR VALUE CHAIN & EQUIPMENT RELIABILITY

Parts manufacturing in a global market has become challenging to say the least. Manufacturers are changing their product lines continuously, looking to produce the same items but less expensively, potentially impacting the quality of the products. In addition, various factors such as counterfeiting is driving further impacts on manufactures with directly and indirectly. How may companies and the Supply Chain organization identify and offset these on going challenges.

KEY TAKEAWAYS

- Understand what is defined as obsolete parts
- How to minimize the impact of obsolescence challenges
- How to identify and minimize the impact of counterfeit parts
- How to maintain a high quality of parts
- How to assure your Supply Chain & Procurement organization are holding their suppliers accountable for the quality of their products



Robert L. Littles, Director of Obsolescence & Procurement Engineering, ROLLS ROYCE

HANCOCK PARK

BEST PRACTICE OF ELITE SHIPPERS... AND SOME SURPRISING TRUTHS ABOUT THEM

What are Elite Shippers, like P&G, doing that earn them top recognition by Gartner every year? What do they do differently, or same, as your Company? What core competencies do they grow internally versus source externally? When P&G does source externally, what process do they go through in selecting their logistics partners? How do they innovate? Where are they investing in their supply chain? What are their current challenges? As a supplier, how can you service better and sell more to them?

KEY TAKEAWAYS

- What strategies are Preferred Shippers using to make them great?
- How do they leverage external resources differently?
- How do they buy logistics better?
- Where are they surprisingly struggling?
- Where and how they are innovating?



Jack Oney, Former Director of Purchasing for Supply Chain & Logistics, PROCTER & GAMBLE